



Menard, Inc. at a Glance

Corporate Headquarters:
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Type	Retail: DIY - (Privately held)
Number of Stores	250
Number of Distribution Centers	4
Average Store Size	130,000 – 240,000
Average SKU's	80,000 - 100,000
Sales	\$7-8 Billion (Approximately)

Number of Employees: 45,000

Menards, the third-largest home improvement chain in the US, is the established leader of price, quality, and selection in the home improvement industry throughout the US Midwest. Menards has over 250 stores in Illinois, Indiana, Iowa, Michigan, Minnesota, Nebraska, North and South Dakota, Ohio, and Wisconsin. Additionally it has four distribution centers. Through multi-faceted marketing and progressive merchandising strategies Menards has built a foundation of brand loyalty that continues to grow.

The stores sell home improvement products, such as floor coverings, hardware, lawn & garden, millwork, paint, and tools. Unlike competitors, all the company's stores have full-service lumberyards.

Within up to 240,000 square foot stores, Menards' highly trained Team Members specialize in selling more than 100,000 in-stock and special order items from departments that include: building materials, hardware, electrical, millwork, lawn & garden, cabinets, appliances, paint, plumbing, flooring, grocery and pet supplies.

Each department has a manager, one or two assistant managers, and a number of sales floor team members depending upon the volume of customers.

Whether a guest is a novice do-it-yourselfer or an experienced contractor, Menards has the supplies and the knowledge to help get the entire project done correctly. When it comes to home improvement, Menards is the home center of choice and value, where guests "Save BIG Money!"

Menard, Inc. at a Glance continued

Company Overview

In 1959, [John Menard, Jr.](#) began building post-frame buildings to finance his college education. By 1959, Menard found it necessary to hire extra crews, and to purchase more equipment to keep up with demand. After graduating from college in 1962, Menard purchased land in Eau Claire, Wisconsin and built an office and shop. Menards was founded at this time.

When many post-frame building customers asked about the possibility of purchasing lumber and other building materials, Menard opened the first Menards Cashway Lumber. In 1969, he added a distribution center and manufacturing plants on the Eau Claire site, including trusses, treated lumber, boards, and pre-hung doors. In 1994, Menards sold the post-frame building division. In 1998, another distribution center was opened in [Plano, Illinois](#).

Market Position

Being privately held, they do not disclose sales figures but they are estimated between 7 and 8 Billion USD, making it the third largest home improvement retailer in the United States behind [Home Depot](#) and [Lowe's](#). Menards is the largest surviving regional home center chain. While many other regional chains have gone out of business, Menards has grown and prospered.

In 2006, Menard Inc. ranked 23rd on Forbes' list of "America's Largest Private Companies" and John Menard is considered the 45 richest man in the United States. In the Stores

Menards traditional store size averaged 100,000 square feet until the early 1990's when it progressively began expanding its prototypes to 130,000 square feet, 160,000 square feet and 175,000 square feet. Now the new Menards stores are typically 225,000 square feet, more than twice the size of a typical Home Depot or Lowe's.

Menards stores follow the traditional homecenter format with some warehouse racking, but mostly traditional low racking. The new large store formats have expanded assortments, wider aisles and extensive lighting and skylights.

The stores are primarily divided by departments: Building Materials, Hardware, Electrical, Millwork, Lawn & Garden, Wall Coverings, Plumbing, Floor Coverings, and Cabinets and Appliances. The new megastores have approximately 80,000 skus. Broad categories for the home not typically found at rivals are available, including pet supplies, home decor and an expanded housewares department.

Menard is owned by president and CEO John Menard Jr.